the increase in exports. The total U.S. market for almost everything has been increasing, which has attracted imports to our markets in larger volume. The U.S. market becomes more attractive to foreign producers as our inflationary trends push up domestic prices. It appears that increases in foreign industrial capacity have been made in anticipation of larger exports to the United States. I personally believe that our government has an opportunity in the near future, perhaps a better opportunity than in the past, to demand that a continuing sharing of the vast American market by foreign producers should be conditioned by the elimination of the inequities to U.S. exports in the foreign tariff structures. According to official reports, our government negotiators have been trying since 1963, without success, to achieve some progress in this direction. If retaliatory action, such as border taxes or other devices are necessary, we believe that such actions are justified.

OBSERVATIONS AND CLOSING REMARKS

The shoeboard industry is small business. The stability and welfare of the industry is largely dependent upon the shoe industry—our principal market. We are trying to diversify our products and develop new markets, but this is slow and difficult because of the nature of our production facilities and the specialized character of the products that can be produced. Our industry presently has import competition from Canada and Western European areas and anticipates a substantial increase as the lower tariff makes our market more attractive. Although continuous efforts are made to develop foreign markets, exports of shoebord are very small. We had hopes that the trade agreement program would improve our opportunities to sell our products in foreign markets. With the exception of Canada, and perhaps one or two other areas, the trade agreement program to date has little, if any, promise for the expansion of exports. The members of the National Shoeboard Conference are willing to support the elimination of tariffs (which must include the elimination of non-tariff charges) on shoeboard in the United States and elsewhere. We believe that in free markets, we can compete on the basis of the quality and performance of our products. We suggest that new legislation make provisions for such agreements, if it is possible to do so. It is just possible that bilateral or multilateral agreements to eliminate tariffs on specific products may be more easily achieved than agreements affecting a large number of products.

The CHAIRMAN. Thank you very much.

Does your associate wish to say anything?

Mr. ROGERS. No.

The CHAIRMAN. Any questions?

Thank you very much for your statement.

Mr. FULLER. Thank you.

The CHAIRMAN. The next witness is Norman Zukowsky, with Jack Citronbaum and Steven Weiss.

Would you introduce yourselves?

STATEMENT OF NORMAN ZUKOWSKY, INTERNATIONAL PRESIDENT, INTERNATIONAL LEATHER GOODS, PLASTICS & NOVELTY WORKERS UNION, AFL-CIO; ACCOMPANIED BY JACK CITRONBAUM, EXECUTIVE VICE PRESIDENT, LUGGAGE AND LEATHER GOODS MANUFACTURERS OF AMERICA, INC.; AND STEVEN J. WEISS, COUNSEL, NATIONAL HANDBAG ASSOCIATION

Mr. ZUKOWSKY. Yes, there is Mr. Steve Weiss, counsel for the National Handbag Association. Mr. Jack Citronbaum, executive vice president of the Luggage Manufacturers Association of America, unfortunately couldn't be here. He had a commitment for early this